400 MM Allocations

Production Qty

120 MM 30%	FF NM	* 250% =	300 MM
120 MM 30%	LTS NM	* 250% =	300 MM
80 MM 20%	FF Men	* 300% =	240 MM
80 MM 20%	LTS Menthol.	* 300% =	240 MM

400

1080 billion

allocation on 12M case only

Shipments by [illegible]

1" X .1 = .350

1.0. = .350

650

400

250

1.0

1.1

.5

.6

(NOV. 23)

$805 million

400

100

500

150 Million

400 x 200% =

250 x 150% = 250

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Source: https://www.industrydocuments.ucsf.edu/docs/xfgy0004

10/9/98

PARLIAMENT PXB TRANSITION PRODUCTION SCHEDULE
050 SIZE GROUP

(seven day production - no production during shutdown(s))

			Oct-98	Nov-98	12/7	12/14	12/21	12/28	Dec-98	1/4	1/11	1/18	1/25	Jan-99	2/1	2/8	2/15	2/22	Feb-99	3/1	3/8	3/15	3/22	3/29	Mar-99	4/5	4/12	4/19	4/26	Apr-99
Prod Days			22	18	5	5	3	0	13	4	5	5	5	19	5	5	5	5	20	5	5	5	5	4	24	0	4	5	4	13
Shut Down								0	0					0					0						0					0
OT			8	6	2	2		0	4	2	2	2	2	8	2	2	2	2	8	2	2	2	2	0	8	0	2	2	0	4
Total Days			30	24	7	7	3	0	17	6	7	7	7	27	7	7	7	7	28	7	7	7	7	4	32	0	6	7	4	17
SS			315	252																										
MC 1	9A1	7-Dec			32	32	14	0	77	30	35	35	39	139	39	39	42	42	161	42	42	42	42	24	192	0	36	42	24	102
MC 2	9A2	21-Dec					14	0	14	27	32	35	35	129	35	39	39	39	151	42	42	42	42	24	192	0	36	42	24	102
MC 3	5C1	8-Feb														32	32	32	96	35	35	35	39	22	166	0	33	42	24	99
MC 4	5C2	15-Mar																	0			32	32	18	81	0	30	35	20	55
		Total	315	252	32	32	27	0	90	57	67	70	74	267	74	109	112	112	406	119	119	151	154	98	631	150	135	161	92	388
		Sales*	153	107	43	44	47	43	176	26	26	26	26	102	30	30	30	30	127	27	27	32	32	42	155	73	73	73	78	133
		Id Inv.*	309	344	301	257	210	168	168	142	115	89	63	63	33	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		New Inv.*			32	63	90	90	90	147	214	284	357	357	431	512	594	677	677	769	860	979	1,101	1,147	1,147	1,074	1,136	1,224	1,244	1,244

*Inventory levels based on forecasted sales as of 10/7/98. Actual sales (and inventory duration) may differ.

Assumptions: 1. Old inv. depleted from wholesale by February 8, 1999
2. 1st new packer in Bay 5 begins prod. February 8, 1999
3. 2nd new packer in Bay 5 begins prod. March 15, 1999
4. New packer learning curve:

1st 3 weeks:	4.5 million/day
2nd 3 weeks:	5.0 million/day
3rd 3 weeks:	5.5 million/day
4th 3 weeks:	6.0 million/day

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Source: https://www.industrydocuments.ucsf.edu/docs/xfgy0004

allocation? Qty what pay wholesaler on?

1/4% of Industry Volume x 4 packings = 400MM units
Extra allowance

In all Stores

4 packings

Region 2-5

220K - 40K(R1) = 200 x 80% = 141 x 20 cartons/stores. = 560 = 400MM units
(20%) 176 by month 3
85%

Region 7 - EF 4 packings

44K stores x 90% = 39 x 20 cartons/store = 160 = 720MM units
600MM units

3,000,000 x 200 = 600,000,000

176 / 1,553 / 8 / 147.0

150,000 x 20 = 3,000,000

3.0MM cartons / 200

720MM

250% of initial allocation = 1.0 billion

400MM x 250% =

1.0 billion units

Jan 11

12 weeks.

2.7MM/wk.

16.

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Source: https://www.industrydocuments.ucsf.edu/docs/xfgy0004